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The Global Newspaper Edited and Published in Paris. Printed simultaneously in Paris, London, Zurich, Hong Kong, Singapore, The Hague, Marseille, New York, Rome, Tokyo, Frankfurt.

INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post



Subscription rates for various countries including U.S., Canada, Europe, Japan, and others.

No. 34,294 22/93

LONDON, THURSDAY, JUNE 3, 1993

ESTABLISHED 1887

British Telecom to Pay \$4.3 Billion for Stake In a Venture With MCI

By Erik Ipsen. LONDON — The high-stakes battle to meet the communications needs of the world's biggest corporations shifted into high gear Wednesday with the announcement that British Telecom would create a joint venture with America's MCI Communications.

Phone Carrier's Success Takes a Heavy Toll in Jobs But Leaner Firm Is a Fierce Competitor

International Herald Tribune. LONDON — Michael Hepher is one of many people who can vividly recall the bad old days at British Telecom. "I can remember begging BT for a phone and being told, 'Well, we might be able to arrange it two of it,'" said Patrick Hickey, an analyst with the brokerage concern Henderson Crosthwaite.



Turkish youths stamping across the roof of a car in Hamburg on Wednesday during a protest against the Solingen attack.

A Lone German Arsonist's 'Deep Hatred'

By Marc Fisher. BERLIN — German government and law enforcement officials said Wednesday that the arson attack that killed five Turks last weekend was the solitary work of a 16-year-old skinhead with "a deep hatred of foreigners."

Trade Powers Near Deal on Open Markets And Tariffs

By Tom Redburn. PARIS — Breathing new life into long-dormant global trade talks, senior negotiators from the world's four major trading interests said Wednesday that they expected to present a broad package of tariff cuts on manufactured goods at the summit meeting of the seven leading industrial powers next month.

EC Sees 'Ray of Hope' That Pact Will Clear Way for GATT Accord

By Tom Redburn. PARIS — Breathing new life into long-dormant global trade talks, senior negotiators from the world's four major trading interests said Wednesday that they expected to present a broad package of tariff cuts on manufactured goods at the summit meeting of the seven leading industrial powers next month.

Belgrade Unrest Puts Pressure on Milosevic's Rule

By John Darnton. BELGRADE — The politics of Yugoslavia sharpened Wednesday as the rule of President Slobodan Milosevic of Serbia was attacked as "totalitarian" by political opponents high and low.



LOOKING DEFEAT IN THE FACE — Pete Sampras, the No. 1 seed, stumbled into a loss to Sergi Bruguera in the quarterfinals of the French Open.

Burundi President Loses Election

BUJUMBURA, Burundi (Reuters) — Melchior Ndadaye beat the military president, Pierre Buyoya, in Burundi's first free elections Wednesday to give the majority Hutu tribe its first national leader.

Policy Shift Would Bolster Foreign Firms' U.S. Output

By Keith Bradsher. WASHINGTON — In a break from decades of government policy, the Clinton administration has reached a rough consensus to give higher priority to helping foreign-owned companies expand production in the United States than to assisting domestic companies with output from their factories overseas.

In Central America, an Army Is Forever

By Douglas Farah. WASHINGTON — General Luis Alonso Diez's term as head of the Honduran military was up earlier this year, but he defied a compliant congress into changing the law to allow his election to another three-year term.

Market data table including Dow Jones (Up 1.11), Trib Index (Down 0.16%), and The Dollar (New York, Wed close, previous close).

Vertical text on the left margin, including 'PEOPLE' and 'INTERNATIONAL CLASSIFIER'.

UN Civilian Aide Warns on Growing Danger in Kosovo

By New York Times Service
BELGRADE — The deputy head of UN forces in the ex Yugoslavia said Wednesday that ethnic strife in the Kosovo region of southern Serbia and in Croatia was potentially more "dangerous" than the current fighting in Bosnia.

Casualty Toll Hits 500 in UN Forces in the Balkans

By Reuters
BELGRADE — The casualty toll among the United Nations peacekeeping forces in former Yugoslavia has reached 500, including 42 deaths, a UN official said Wednesday.

That amounts to more than one casualty a day for the 25,000-member multinational contingent in Croatia, Bosnia and Macedonia in the 450 days since its first members arrived in the region.

SERBS: Pressure on Milosevic

Continued from Page 1
ened by the events. If anything, in removing Mr. Cosic, he proved his political muscle.

But he said that it was basically "a low-level, localized conflict with constantly shifting alliances. He added: "The situation in Bosnia, however grave from a humanitarian standpoint, really comes after these other two in terms of their potential danger."

He said the most serious was in Kosovo, Serbia's southernmost region and the cradle of Serbian nationalism. There heavily armed Serbian security forces retain control of a population that is 90 percent ethnic Albanian. A conflict could spread to Macedonia and engulf the whole region, he suggested.

The "next most dangerous situation is in and around Croatia," where since Jan. 22 there has been a resumption of hostilities between Croats and Serbian irregulars. Part of Croatia includes an area known as the Krajina, an enclave of thousands of Serbs surrounded by other ethnic groups.

He said fighting there had continued intermittently and the danger of an escalation was large, "not least because of the tendency of both sides to stall each other's civilian areas with great gusto." With gangs and criminals roaming about, the lawlessness suggested "a return to the lurid caricature of the Wild West of the American 1850s," Mr. Thornberry said.

There are two initiatives under way in Croatia, one to implement a UN resolution calling for Croatian troops to move back to a previous confrontation line and for Serbs to put their heavy arms in storage and another to simply secure an interim cease-fire. Both negotiations were complicated "because both sides are deeply suspicious."

French Court Opens Way to Try Vichy Collaborator

By William Drozdzak
Washington Post Service
PARIS — A French appeals court ruled Wednesday that a wartime Nazi collaborator, Paul Touvier, should stand trial for crimes against humanity in the execution of seven Jewish hostages in 1944 during the German occupation.

The decision would make Mr. Touvier, 78, a former police intelligence officer under France's wartime Vichy regime, the first Frenchman to stand trial for crimes against humanity.



Bosnian Muslims, led by a policeman, using wrecked cars as cover from Serbian snipers as they made their way through a sector of the Sarajevo suburb of Delrinja.

Bosnia Reports 'Inferno' as Serbs Attack Enclave

Compiled by Our Staff From Dispatches
SARAJEVO, Bosnia-Herzegovina — Bosnian Serbian artillery hammered the Muslim enclave of Gorazde on Wednesday, as ground troops were reported to have overrun two villages on the outskirts of the town.

In a related development, Italy ordered a naval alert in the Adriatic on Wednesday, and state television said that a Yugoslav patrol boat had fired on an Italian fishing vessel, killing a crew member and wounding another. A television news report said the patrol boat had forced the fishing vessel into a military harbor at the attack "at the edge of international waters" off the Montenegrin coast.

The Defense Ministry said the Italian Navy was still trying to determine where the incident had occurred and what had taken place. The ministry confirmed that an Italian had died, but gave no details about a clash, which would be worst at sea between the two countries since the start of the Yugoslav conflict.

The United Nations said Wednesday it would continue supplying relief aid to Bosnia despite a 24-hour suspension of the airlift to Sarajevo and attacks on convoys that have taken the lives of five aid workers in the last few days.

French Court Opens Way to Try Vichy Collaborator

Continued from Page 1
The case is considered a key test of whether France is prepared to overcome its official reluctance to acknowledge that French citizens took part in acts of genocide against Jews.

Mr. Touvier is charged with selecting Jewish hostages who were then murdered by the Gestapo in retaliation for the killing of a high Vichy official by French resistance fighters.

Mr. Touvier worked closely with Klaus Barbie, the SS officer known as the "Butcher of Lyon," who was convicted of crimes against humanity in 1987 and died in prison four years later.

His lawyers say they intend to appeal the case to a higher court, claiming that an "absence of criminal intent" should nullify charges of crimes against humanity.

GERMANY: A Lone Arsonist and His 'Deep Hatred'

Continued from Page 1
their terrible deed on the spur of the moment and then go and carry it out."

On June 21st, the IHT will publish a Special Report on

Mergers & Acquisitions

Among the topics to be covered are:

- Consolidation in the American banking industry
- Diversification through takeovers
- Outlook for M & A in Europe's Single Market
- Comeback of the junk bond market
- Takeovers and mergers in the airline industry

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Herald Tribune

EUROPEAN TOPICS

For Some Rolling Livestock, Open Borders Are Harmful

Europe's new open borders have meant new hardship for livestock. Until the end of last year, trucks carrying pigs, horses, sheep or cows were stopped at European Community borders, where the animals' welfare was at least in theory, checked on. Now trucks can drive unhindered for days, and some do — 40, 50, 60 hours or more, sometimes without watering or feeding the animals they carry.

Animal protection groups have lobbied for stricter regulations, which have been supported by the governments of Britain, Germany, the Netherlands and Denmark. But France, Italy and Spain have generally resisted any change.

ROME — A potentially deadly car bomb was found 100 meters from Parliament on Wednesday as the country's leaders celebrated the capture of another top Mafia fugitive in Sicily.

Police in Rome Disarm Big Car Bomb

ROME — A potentially deadly car bomb was found 100 meters from Parliament on Wednesday as the country's leaders celebrated the capture of another top Mafia fugitive in Sicily.

Police officers in Rome disarmed a car bomb that would have gone off at the signal.

Interior Minister Nicola Mancino, jubilant, said he believed more arrests from the list of 24 Mafia fugitives could come soon.

The seizure of Mr. Pulvirenti was the third major police success against organized crime this year.

COMMAND: Military Might

Continued from Page 1
other than with any national civilian government, and they are looking for preservation of privilege and power."

The diplomat warned that the "unequal competition" between the military and the private sector was the "biggest threat to free-market policies" because the military would be unwilling to tolerate competition in the industries it controlled.

As Central Americans struggle to curtail the swollen budgets and political turf of their military establishments, many accuse the United States of tolerating human-rights abuses and economic corruption in the region's armies throughout the wars of the 1980s.

Even U.S. officials say that their efforts to help armies fight insurgencies sometimes conflicted with their attempts to promote good government. "What we were trying to do was extremely difficult," said Elliot Abrams, who led the Reagan administration's Central America policy. "We were trying to strengthen the military as an institution and at the same time strengthen civilian control of the government. It was quite a neat trick, but I think we had some success."

Mitterrand And Kohl In Accord On Bosnia

Compiled by Our Staff From Dispatches

BEAUNE, France — The leaders of France and Germany reached agreement Wednesday on settling a dispute over the crisis in Bosnia and called for a new impulse for European Community integration once Britain ratifies the Treaty on European Union.

Ending a two-day summit meeting in the French wine-producing center of Beaune, President Francois Mitterrand and Chancellor Helmut Kohl said in a statement that the Vance-Owen peace plan was the sole valid solution to the war in Bosnia-Herzegovina.

Playing down differences over the five-nation Washington "action plan" of last month on the former Yugoslavia, they said the establishment of safe areas for Bosnian Muslims was only a first step to enforcing the plan, drafted by two mediators, Lord Owen and Cyrus R. Vance.

The statement stressed that they would not accept facts created by force nor lift sanctions on Serbia until Bosnian Serbian troops withdrew from conquered areas.

COMMERCIAL BRIEF

OWNERS Give Up A Bizarre Planet X

Despite their high prices, boutiques for Christian Dior to Samsonite are luring thousands of shoppers. The shops with stalls on Rod Square this week will give 75 percent of their proceeds to the renovation of the GUM building, expected to cost \$200 million.

In recent years, the village of Nevoij in central France has been overwhelmed by an annual assembly of Gypsies from all over Europe — about 30,000 this year. What makes this unusual is that the visitors are Pentecostals, not followers of more traditional Gypsy belief.

Most of the Gypsies are merchants and artisans and make comfortable livings. But when their cars and trailers begin to line the roads near Nevoij, they sometimes encounter problems with resentful locals, like the baker at a hotel in nearby Gien who refused to serve a group of Gypsies until one pulled out a 500-franc bill — the cost of a night's lodging.

Medical Me
Watching the
Brain at Work
Maintain the
Brain at Work
A
arian Car
BRIEF
Owners Give Up
A Bizarre Planet X
BRIDGE

Herald INTERNATIONAL Tribune

Memories at the Wall

It was right for Bill Clinton to have the jeers at the Vietnam Veterans Memorial to pay tribute to those who gave their lives in a war so painful that many Americans chose not only to distance themselves from its memory but also to forget the men and women who answered their country's call.

horrors of war. Surely part of putting the divisions of Vietnam behind must involve recognizing the legitimate sense of grievance felt by so many Vietnam veterans.

Verdict in Cambodia

It is offensive for the present government of Cambodia to protest about "irregularities" in last week's United Nations-run elections. By most impartial accounts, the voting was conducted fairly.

For months, these same Phnom Penh hard-liners waged an ugly terror campaign against the royalist party known as Funcinpec, led by the son of Prince Norodom Sihanouk.

Back to Gergenism?

Talk about being present at the creation. David Gergen helped package the Reagan administration policies that, according to Bill Clinton, almost wrecked America.

technique of slipping out embarrassing news just as the journalistic cycle slipped into the weekend doldrums.

Other Comment

Clinton's China Compromise President Bill Clinton chose the most informal of settings — last week's televised summit meeting — to signal his most important foreign policy decision so far: the renewal of most-favored-nation trading status for China.

before American firms explained the importance of a continued business relationship with China. That relationship, as Mr. Clinton noted last week, has greatly aided the process of "modernization," a process that America has every reason to support.

Disorder Waxes Just When America Wants to Wane

By William Pfaff

PARIS — The impulse of the Clinton administration in foreign policy is toward withdrawal, a justified withdrawal in terms of the domestic interests of the United States.

An international organization is no more than the agency of its members, and international order can only be the product of the will and commitment of the major powers.

isolationism" presumes an international structure strong enough to tolerate an American withdrawal. This does not exist today.

long-term security of the United States itself.

In these two places the major regional powers have in recent months given dramatic demonstration of lack of ambition and even, it would seem, of incapacity to act independently of America.

hlesome disputes — and prevented a Balkan war between Greece and Bulgaria in 1925.

The League later failed because the fascist powers defied it, but by that time it was already foundering because of the major states' indifference. Poland and France were actually the first to refuse to accept its rulings.

to the popular perception that an established system of international constraints and values has fallen, and that society and the international order now exist to be remade — and in Yugoslavia are already being remade by means of atrocious but successful violence.

Inward and outward order are connected: by the desperation and ruthlessness produced by their absence, if by nothing else. The collapse of democracy in Germany and Spain, and the ideological hatreds, political intolerance and mob violence undermining France's Third Republic and subverting a fragile liberal order elsewhere in the 1930s, were connected to the collapse of international order during that same decade.

China: Economic Growth Doesn't Guarantee Political Change

By Jim Hoagland

WASHINGTON — Boom has overtaken bloodshed as a focus of the world's attention on China four years after the June 4 massacre of students and workers in Beijing.

The assertion that economic liberalization and spreading prosperity will undermine dictatorship more effectively than dictatorial challenge and outside pressure is not new. It was a popular theme in the early 1970s for those who argued against applying any form of sanctions against the white-minority regimes in Rhodesia and South Africa.

apartheid seriously. (Positive change also came to the Soviet Union through bankruptcy and collapse, not through the flawed theory of "convergence" of competing economic sanctions.)

China's size, location and political and cultural history render sanctions much less useful and isolation less workable. But the argument of China's economic friends abroad — that their profiting will pave the way for the fulfillment of the dreams of the pro-democracy demonstrators in Tiananmen Square — is Green Bay Treason repackaged.

Japan: Time to Open Doors and Unleash Domestic Demand

By Lawrence Summers

The writer is U.S. Treasury undersecretary for international affairs.

NEW YORK — Economics are central to U.S. relations with Japan. Without a more balanced distribution of the benefits of our economic ties we face the threat of further erosion in the foundations of our strategic relationship.

directed at opening markets, expanding trade and ensuring that America's major partners bear a greater responsibility for supporting the world trading system.

needs is a sustained commitment to use fiscal policy to promote external adjustment. On the eve of the G-7 economic summit meeting in Tokyo early next month, Japan will be formulating its guidelines for spending in fiscal year 1994.

approach to Japan include a belief that we Americans are likely to be more effective when we concentrate on specific concrete actions that are within the ability of the government to effect rather than grand, but vague, designs to remake Japan in our own image.

Italians' Revolt Against the Old Ways Is Already Getting Results

By Gianni Vattimo

TURIN — While our judges continue to investigate widespread governmental corruption, uncovering a vast network of illegal political financing and private kickbacks, we Italians hear a lot of talk about a revolution.

Of the 2,500 figures implicated in the scandal, some will be tried and some will even be found guilty. But the sentences will probably be overturned at the conclusion of the interminable appeals allowed under law.

endums challenged the interests and platforms of the parties in power. Moreover, throughout Italy where mayoral campaigns are being held we are witnessing an unexpected revitalization of political interest on the part of long-apathetic citizens.

with the Mafia — as well as the accusations against Mr. Andreotti. Having turned into a huge multinational organization, smothering the financial markets of the world with revenue from drugs, the Mafia has become too cumbersome a partner for Italian political power.

the impunity and increasing cover it had come to expect. None of this is likely to vanish soon — the judiciary's new independence of the executive branch, the political revitalization of civil society and youth, the detachment of business from the traditional governing class and the break in the connivance between political power and organized crime. We may have grounds for believing that things will finally change.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1893: A Veiled Woman

PARIS — The painters and sculptors of Paris, European and American, are at one with the Herald as to the absurdity and bad taste of the action of the United States Art Department at the Chicago World's Fair, which hung a cloth in front of Mr. A. A. Anderson's picture of "The Woman Taken in Adultery," on its being placed in a foreign art section after being refused for the American exhibit.

1918: Socialist Jailed

KANSAS CITY — Mrs. Rose Pastor Stokes has been sentenced to ten years' imprisonment on each of three counts of disloyalty under the Espionage Act. Mrs. Stokes, a former editor at the "Jewish Daily News," New

York, has been engaged in propaganda of socialism since 1906. In 1912, Mrs. Stokes came out as a supporter of the waiters' strike. She addressed the waiters' union at the strike headquarters, declaring that the Socialists would give the men financial aid. A few days later she announced that she had taken charge of organizing the women workers at the hotels and had enlisted the support of several wealthy women.

1943: 'Fanny Patriots'

NEW YORK — [From our New York edition:] Mayor F. H. LaGuardia, speaking at City Hall yesterday at ceremonies opening a ten-day civilian defense recruiting campaign, said that men who are deferred from military service for civilian dependents who do not join a civilian defense unit are "yellow" and "lazy." He attacked those who sit around and do nothing to aid the prosecution of the war, and snuffed: "Don't be a fanny patriot — serve."

INTERNATIONAL HERALD TRIBUNE KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER Co-Chairmen LEE W. HUEBNER, Publisher JOHN VINOCUR, Executive Editor WALTER WELLS, News Editor SAMUEL A. BART, KATHERINE KNORR and CHARLES MITCHELL-MORE, Deputy Editors CARL GEWIRTZ, Associate Editor ROBERT J. DONAHUE, Editor of the Editorial Pages JONATHAN GAGE, Business and Finance Editor RENE BONDY, Deputy Publisher RICHARD H. MORGAN, Associate Publisher ANITA CASPARI, International Advertising Director ROBERT FARRÉ, Circulation Director, Europe International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly-sur-Seine, France. Tel.: (1) 46.37.93.00. Telex: Circulation, 612632; Production, 630698. Directeur de la Publication: Richard D. Simmons Chairman from 1938 to 1982: John Hay Whitney

OPINION

New Mission or Just Buying Time?

By William Safire

WASHINGTON — A couple of weeks ago, the White House chief of staff, "Mack the Nice" McLarty, invited me over because he was concerned about a phrase I had used: the "lurch to the left" that dismayed Republicans and centrist Democrats who had voted for Bill Clinton.

Clinton's midcourse correction was emphasized in urgent background calls, which promised that the choice of David Gergen was not cosmetic but signaled a clear shift.

Apparently White House polls were registering an alarming discontent with a president who had promised tax cuts and then proposed tax increases; who had adopted the rhetoric of deficit reduction but put off spending cuts for years; who had come up with "stimulus" spending that was a porcine payoff to big city mayors.

Then came Travelgate with its ominous abuse of the FBI and the ludicrous Scalpate with its relentless ridicule. Bill Clinton was caricaturing himself before the country's eyes. His hard-boiled presidency was saved by the two centrist Democratic Davids — Boren in the Senate, McCurdy in the House. Using Mr. Boren's resistance as leverage, Mr. McCurdy put a needed big leaf over the tax-and-spend budget. Because the Clinton presidency was approaching what he called "a near-death experience," Mr. McCurdy and unhappy Democrats held their noses and passed a spending bill.

Mr. Clinton got the three-pronged message from the polls, the press and the pols: his ideological double-cross would not be tolerated. Last weekend, he pulled his bloodied communications director and good soldier, George Stephanopoulos, 32, out of the night that covered him and into his shining bosom. He substituted someone we had all assumed to be a lifelong Republican, David Gergen, 51, with the prestigious title of counselor. "We are rising above politics... beyond partisanship," said a president who had failed to steamroller the opposition, and whose wife the week before delivered a partisan, class-warfare harangue on searching for "new ideas, a new com-

mon ground, a new national unity." The midcourse correction (before the near-death experience) was emphasized in urgent background calls. These promised that the choice of Mr. Gergen — an aide to Richard Nixon, Gerald Ford and Ronald Reagan — was not cosmetic but signaled a shift to the ideas of the Old Clinton, campaigner for individual responsibility, welfare reform and the platform of the New Democrats.

Mr. Gergen is in an enviable position; he has been given options to buy Clinton stock at the all-time low. He is a member of the Judson Welliver Society of former White House speech writers, which automatically softens the hammering from this quarter. By revealing that "I have never been a Republican," he has justified two decades of Patrick Buchanan's suspicions, and undermined the symbolic value of his appointment to Mr. Clinton. That was Mr. Gergen's first communications mistake this time around.

If he denies access to his new client, as he did to President Reagan, on the basis of "He's been hostile to us," that will be unfortunate. If his place at the power table really angers the comeback of the Old Clinton, that will be good.

Signals are nice, but substance is better. Here are a few questions that will determine if the president has redefined his mission or if, like John Major in Britain, he is merely buying time by shuffling his Kitchen Cabinet. Does Mr. Clinton still intend to press ahead with his plan to raise taxes retro-



active to last January while postponing even his modest spending cuts for years. Does Mr. Clinton now buy the original proposal of his own budget director, Leon Panetta, of two dollars in cuts for every dollar in taxes to reduce the deficit? Does Mr. Clinton still subscribe to the disowned but all-too-accurate Tarnoff Doctrine of "We're too poor to lead," or will we see some muscle instead of continued handwringing in the Balkans? And hardest of all: Does the Old Clinton dare to tell the Other Clinton that price-rigged, low-deductible, demand-generating, taxpayer-subsidized health insurance does not fit into the mainstream he again professes to represent? The New York Times.

How Borneo's Ibans Came To Work With the Park

By Paul Spencer Sochaczewski

BATANG AI, Malaysia — Griffin Anak Andin is studying business tactics. Kaya anak Lajan is working on his English, and others are learning first aid. Iban tribesmen from seven longhouse communities in the east Malaysian state

MEANWHILE

of Sarawak are preparing for a tourist surge they hope will come to the Batang AI National Park near their homes. The Iban, who make up almost a third of the population of Sarawak, on the island of Borneo, are at the center of an experimental trend in nature conservation that seeks to involve local people in national park management and benefits.

Conservation officials recognize that many national parks around the world fail because the people who live in or near them are alienated from what they consider to be their traditional territories. In most countries, the central government protects nature by erecting a fence to keep animals in and people out. When the Batang AI park was first proposed, the local Iban initially opposed the project. "Where will we hunt and fish?" they asked, fearful that they would be forbidden entry. The Sarawak government, which has been criticized in the past for its handling of tribal people, worked in this case with the WWF-World Wide Fund for Nature and Wildlife Conservation International to see how people's basic needs might be integrated with the goals of saving forests and rivers. One strategy was to give residents of Batang AI a chance to make money from park tourism. There will be bumps along the way. It might be unrealistic to expect large numbers of tourists. The park is isolated and has little of the primary rain forest visitors want to see. It also lacks easily viewable wildlife, though it is home to Sarawak's largest population of orang-utan. To see these red apes, one must walk for hours. Nonetheless, Griffin, a 28-year-old headman, has a stake in development. His longhouse is one of the seven communities allowed to hunt and fish in these forests, and control the flow of visitors. The longhouses have established a cooperative to seek out business opportunities. They have negotiated an agreement with a company that specializes in environmentally sensitive travel. They have agreed with the Sarawak authorities to maintain visitor trails and facilities in exchange for the right to collect entrance fees to the park. Batang AI already has a cash economy. Local people sell fish and forest products and work as laborers to earn money for basic provisions and the outboard engines and fuel they need for river travel. Yet the area's lifestyle is relatively unchanged from centuries past, when the Iban were fearsome warriors and headhunters. (Despite their reputation, today's Iban are among the world's most hospitable people, as I found when I visited Griffin's longhouse.) One day I trekked three hours upriver through the forest, fording streams and scrambling up muddy ridges. Eventually, I came upon an orangutan mother and infant. I watched my primate cousin for half an hour, fascinated at the emotional connection between humans and apes. The mother got bored before I did and climbed out of sight. On the way back, I scrambled down the wooded slopes to bathe in sparkling waterfalls surrounded by butterflies. Perhaps the attractions I found so delightful will draw some intrepid tourists. So keep working on your English, Kaya anak Lajan, but don't quit your day job just yet. The writer, head of creative development at WWF-World Wide Fund for Nature International, is writing a book on the travels of 19th century naturalist Alfred Russel Wallace in Southeast Asia. He contributed this column to the International Herald Tribune.

LETTERS TO THE EDITOR

Innocence Abroad

Regarding "U.S. Trade Gap Soars as Imports Reach a Record" (Business/Finance, May 20) by Keith Brasher:

Through a naive tax system, which makes other countries laugh, the United States guarantees that overseas Americans will always be at a disadvantage in seeking employment or running a business, even one that tries to promote exports of U.S. goods and services. We shoot ourselves in the foot and then wonder why our export efforts limp. But there is more. The Foreign Corrupt Practices Act, although motivated by a desire to make world markets less corrupt, effectively makes this effort the sole responsibility of American businesses, which face fierce competition from others not subject to such constraints.

The result: American companies have to walk away from doing business in countries where mores are not up to the standard the U.S. Congress believes should apply universally.

In parallel, the U.S. government treats overseas Americans as second-raters, maintaining laws that lead to children being born stateless abroad, denying Medicare benefits to those who

have paid for them, paying no attention to the education needs of children living abroad, and so on.

The United States takes away more and gives less back to its overseas citizens than any other major trading nation. This makes reducing the trade deficit a heroic effort indeed.

ANDREW P. SUNDBERG, American Citizens Abroad, Geneva.

A Case for Legalized Drugs

Regarding "Fight the Trendy Tendency to Surrender to Drugs" (Opinion, May 19) by A. M. Rosenthal:

Much as I generally appreciate Mr. Rosenthal's contributions to your newspaper, I fail to see how he can defend his stand against any legalization of drugs.

It is perfectly obvious that we shall never succeed in curbing production and distribution of a product that offers such fabulous profit margins precisely because it is illegal. If drugs were available in pharmacies instead of on the street, we could at least end drug-related crime — including worldwide corruption financed by drug money — and we would

no longer make criminals out of people who are already miserable enough.

The number of addicts would increase? That's doubtful! The present incentive to break the law, to defy society, to take a risk, would fade. Price and respect for the law has never prevented anybody from becoming an addict.

L. BODMER, Zollikon, Switzerland.

The Two-Faced West

Regarding "One Face of Islam" (Letters, May 18) by Robert J. Wolfson:

It is time the West stopped trumpeting its "sensitivity" to the virtues of democracy, liberty, human rights and such.

The rest of the world, although it fails to champion these noble causes, has watched the West stand by as aggressors have murdered Bosnian men, women and children. It has seen the West destroy a Third World country and slaughter its population, for monarchies and oil, in the name of democracy during the Gulf debacle. It witnesses every day what goes on in the Gaza Strip, where stone-throwing children are gunned down by occupation forces. We know the West has the right to

follow policies that are in its interest. But then please let it stop wearing that mask of virtue.

DINA AHMED, Zurich.

Witches and Homosexuals

It is disheartening to read the absurdities of those who want discrimination against homosexuals to continue. Yet some people claim that a separate morality must govern homosexuals — which is a laugh, coming from that macho tribe that treats women like dogs, or from a society where pre- and extramarital activities are increasingly the norm, or from those gallant U.S. naval officers who gave us the Tailhook affair. Then there are those who claim that homosexuals should be punished for having made the wrong "choice." But no one chooses to be homosexual any more than he chooses to be heterosexual black rather than white, left-handed rather than right-handed. In the old days, the witch-burners cared not whether someone was born or became a witch. Are homosexuals in our time still to burn? Consider one example. Two males live

faithfully and monogamously for 30 years in a house that is fully paid for. One dies. The other loses the house in order to pay ensuing taxes, because they were not man and wife. Is this fair? The answer to that is about today's controversy should be about, not bedroom details that are nobody's business.

LESLIE SCHENK, Chevilly-Larue, France.

Balanced Trade for All

Every nation should be entitled to a balanced trade account within international trade rules and without regard to underlying causes. For instance any nation with a trade deficit that exceeds 5 percent of exports would be entitled to impose tariffs on the goods of any nation with which it had a deficit. Any nation with a surplus exceeding 5 percent would be prohibited from imposing any tariffs as long as the surplus remained above that figure.

World trade needs an unprejudiced, impersonal, matter of fact set of rules to guarantee the right to balance its trade. STAN KAHN, Bangkok.

Cynicism Explained

Regarding "Clinton, Even as He Flies, Is Right About Cynicism" (Opinion, May 24):

I am less generous than E. J. Dionne Jr. is in defending President Bill Clinton's attack on what he sees as the problem of widespread cynicism. Many people voted against George Bush because they wanted genuine change — and a sufficient number of these voters had enough faith to get Mr. Clinton into the White House. But after all the disappointments and outrageous gaffes so far, nobody (less of all President Clinton) should be surprised that many people have become cynical.

KARL H. PAGAC, London.

Wackos With Firepower

Ask not how President Bill Clinton could have prevented the tragedy in Waco, Texas. He could not have. Ask rather how Americans can stop the National Rifle Association from putting more guns into the hands of wackos like David Koresh. More than ever, strict national gun control laws are needed.

DAVID PAULSEN, Paris.

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CALL TO SURVIVAL

As a child I played with other children — 2 kinds — boys and girls. They would grow up to be mommies and daddies like my parents. When I reached school age I discovered that there were 3 kinds of boys and 3 kinds of girls — Protestant, Catholic and Jewish. They would grow up to be either Protestant, Catholic or Jewish parents.

I would have wanted to be what most kids were. But, my parents explained that when asked about my religion I should answer: "I am Jewish".

This did not bother me too much until I was separated from most of my friends when they attended Sunday School, and at Xmas I found myself wondering why Santa Claus was for all children and Jesus Christ only for them. If Jesus was such a wonderful man why was I not free to join my friends in their admiration for him?

I could hardly wait to grow up. Then I would make up my own mind as to what I would want to be — a policeman, a fireman, a doctor. It would be up to me to marry the girl of my choice, and it seemed clear to me that everything concerning my adult life would ultimately be decided by me.

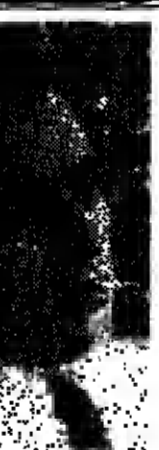
Only many years later did it dawn on me that this is not so. Already at the time of your birth others made a decision for you which will retain unalterable validity throughout your lifetime. Before you can see, before your brain develops, others assign a religion to you as if this were their unquestionable right or duty. With this religion you will be identified forever. No matter whether you practice this religion, no matter whether you abandon it (which will be held against you). No matter whether you would rather be guided by philosophers than by ministers, priests or rabbis. No matter whether you think that separating human beings is detrimental to mankind and that it cannot be God's will to have different religious groups — each claiming to be Number One with God — pray to HIM or HER.

When asked about our religion we are still supposed to either name one of the well-known religions or admit, somewhat embarrassed, that we are not religious.

What about those of us who believe in God but not in man-dividing religions or organizations? Those of us who see religious education as an initial stage in our lives from which we must graduate to a higher level — a conscious, direct affinity with God that governs our thoughts, activities and decisions every minute of our existence. Those of us who have no sincere desire to repeat the text of printed prayers just as we feel no need to look at our school books anymore.

Let us give our questioners a very simple, uniform answer and tell them proudly: I am a "Believer!" and until this answer is widely understood let us explain:

A "Believer" believes in God but prays to God alone in his own way or with his fellow human beings in a House of God where no particular brand of religion is promoted.

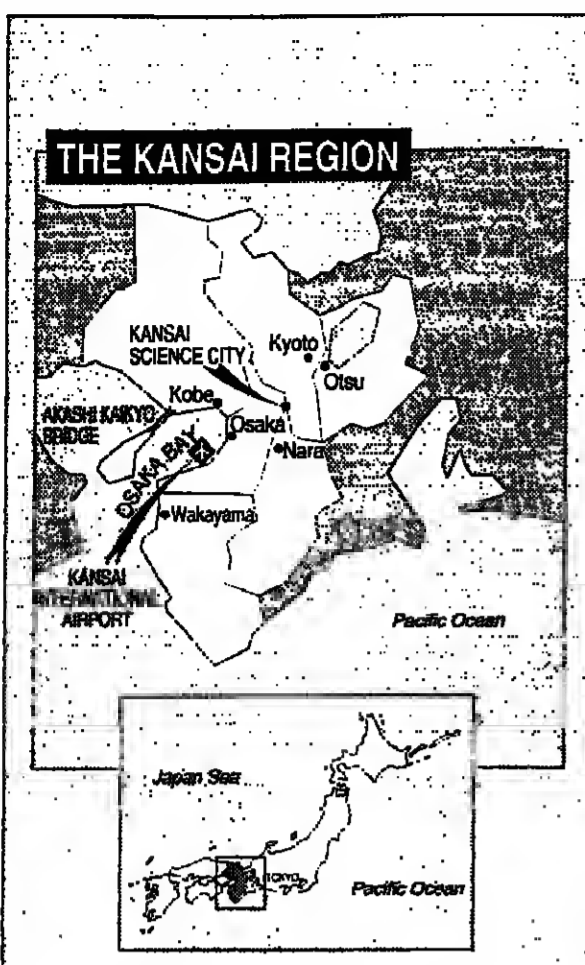


- A "Believer" feels inner resentment when members of the religious profession treat him or her as a child or an inferior.
- A "Believer" feels repelled by anybody's attempt to pose as God's authorised representative.
- A "Believer" will bow to no mortal — only to God's voice in his or her God-given conscience.
- "Believers" will exchange their thoughts about religion any time, any where whenever the occasion arises — simply as human beings, not as members of any organization.
- Only "Believers" can free themselves from indoctrination and embark on the overdue task of dealing realistically with tradition, eliminating the outdated and retaining the good.
- Only "Believers" will find the strength in themselves to finally challenge the false claim that we were born protestants, catholics, jews, hindus, moslems, buddhists or what have you.
- No one was ever born with a religion. God created only one human specimen — the human being — and that is what we are when we are born.
- Above all we must ask ourselves this question: Do we behave — in word and action — as decent human beings?
- The greatest deterrent to decent behaviour is prejudice. "Believers" must speak courageously against any form of prejudice to rid the world of our religious, racial and color problems.

from him
glenn frank

Since these words were written — a number of years ago — prejudice, hate and violence have increased a thousandfold — with unbelievably tragic consequences. I want to share my husband's ideas, contained in what he called "I AM A BELIEVER" with as many people as possible: hoping to inspire. And this thought I want to add: I AM A BELIEVER is a call to THINK and REFLECT — it is a call to discard prejudice and hate from our hearts and minds. It is urgent — time is running out.

I AM A BELIEVER IS A CALL TO SURVIVAL
Ingeborg teek frank
USA & Germany
c/o Box D.407, 181 Avenue Charles-de-Gaulle,
92521 Neuilly Cedex, France.



The Osaka Aquarium in Tempozan Harbor Village.

KANSAI

Region in Western Japan Is World's Seventh-Biggest Economy

The Kansai region has both productive business opportunities and scenic cultural spots that attract visitors as well as residents.

Kansai, in western Japan, encompasses the major cities of Osaka, Kobe and Kyoto. The region includes six prefectures (districts) and over 20 million people, roughly 16 percent of Japan's total population.

Economically productive, the region represents 17 percent of Japan's gross national product, about \$500 billion. Kansai's gross regional product accounts for 2.3 percent of the world's gross national product.

According to the Kansai Economic Federation (Kankeiren), the region's economy is equivalent to that of Canada, the seventh-biggest economy in the world.

Major commercial enterprises — from electronics firms, banks, textile manufacturers, and trading companies to chemical and pharmaceutical corporations, port facilities, steel companies and electric utility firms — are based in this part of Japan.

Kansai's internationalization is represented by the composition of its foreign trade. Kobe and Osaka ports handle about 20 percent of Japan's exports and 16 percent of its imports, worth a total of 11.6 trillion yen (approximately \$1 billion) in 1992. More than 40 percent of Kansai's imports come from China and Southeast Asia, and about 22 percent come from North America and Western Europe.

As for Kansai's financial sector, there are 42 branches and representative offices of foreign commercial banks — 16 from Europe. The Osaka Securities Exchange, renowned for its trading of Nikkei 225 futures and options, has attracted 28 non-Japanese securities brokerages as members and special participants.

The region's inhabitants are as diverse as its economy. Osaka residents maintain the independent and mercantile spirit of the city, while the people of Kyoto and Nara nurture the development of creative enterprises today just as these cities' citizens did in the past. Kobe's reputation as a lovely, cosmopolitan port city of Asia is actively enhanced by the hospitality and openness of its people.

The result of this unique blend of personalities, traditions and businesses is the spirit of "cooperative competi-

tiveness" evident in the many joint-venture projects now under way in the region. Reports compiled by the Center for the Industrial Renovation of Kansai state that the total cost of 615 current projects is 40 trillion yen, or \$360 billion.

Destined to play a key role in the region, the new Kansai International Airport is scheduled to open next year as Japan's first around-the-clock facility; it will have a maximum capacity of 160,000 takeoffs and landings, over 30 million passengers and 1.4 million metric tons of cargo annually.

"Since this area of Japan has not reached its limits in terms of development, it has more potential, and the airport will add a charge to the economy," says Charles Besford, general manager of The Westin Osaka hotel.

Public and private firms are playing a vital part in

in the world, will link Kobe with Awaji Island, which is already connected to Shikoku Island by the Ohnaruo Bridge.

In combination with man-made Rokko Island and Port Island, this will increase tourism and commerce around Kobe Port. Kobe Port is the biggest port in Japan and the third-largest in the world in terms of gross tonnage; roughly 170 million tons of cargo were transported through the port in 1992.

Overall, the entire region aims to strengthen its already firm global ties, particularly with Asia, and at the same time better "meet the needs of today's information-oriented age," says Takashi Tokunaga, deputy general manager of Kansai Electric Power's financing and accounting department.

To help meet these goals, Kansai Electric Power holds informational meetings for investors throughout Asia and Europe annually and trains technicians and senior managers from China and Southeast Asia at its own facilities.

The Osaka Chamber of Commerce and Industry sponsors the Global Opportunities Business Convention (G-BOC) each year to encourage foreign business and government representatives to meet with their Kansai counterparts. Over 800 non-Japanese participants, many from China, attended lectures and business talks at G-BOC last year.

Masafumi Ohnishi, chairman of Osaka Gas, currently acts as the chairman of the Osaka Chamber of Commerce and Industry, which recently sent a delegation to the United States to highlight the benefits of working in or with businesses in the Kansai area, where rental costs can be as low as one-third of Tokyo's.

Kansai would like to raise the total number of foreign-affiliated companies doing business in the area, which now totals approximately 300.

To do this, and to firmly establish Kansai as an international hub in Asia, will require greater centralization within the region's governing bodies and further decentralization in Tokyo, say leaders of the Kansai Economic Federation, who are working nationally on the reform process.

Judging from the private sector's ability to work cooperatively rather than just competitively, and to diversify and restructure its operations, the region's growing prosperity seems assured.

One benefit for business: commercial rents can be around 1/3 of Tokyo's

facilitating the region's growth. "Our goal is to stimulate the regional economy by improving the infrastructure," explains Yasushi Santo, the associate director and general manager of international business for Osaka Gas. For the new airport, The Kansai Electric Power Co., Inc. and Osaka Gas Co., Ltd. have actively worked together on a cogeneration system.

Osaka Bay's developing Technoport project features the World Trade Center and the Asia and Pacific Trade Center, designed to strengthen business relations between Kansai and the rest of the world. Kansai Science City, two environmental technology foundations established by the United Nations, and many more planned scientific institutions promise to expand the region's cultural, technical and academic networks. Close cooperation among industry, government and academia is already taking place.

To promote Kansai Science City, the chairman of Kansai Electric Power, Shoichiro Kobayashi, is serving as the president of its development corporation. Other organizations in Kansai, like the Kansai Economic Federation, have been following this practice of lending executives and staff during the initial development stages of major projects as part of their involvement and investment in the region.

A new bridge, soon to be the longest suspension bridge

New Projects Reflect Local Dynamism

• Kansai International Airport, slated to open in the summer of 1994 in Osaka Bay, will be an around-the-clock facility with an automated public transportation system, separate domestic and international cargo terminals, and a railway station. Cars and trains will travel to the island airport by way of a 3.75 kilometer bridge. A feasibility study is being carried out for the addition of two more runways to the airport, which would bring its capacity to 260,000 takeoffs and landings per year.



The new Kansai International Airport will open in 1994.

• Rinku Town, the commercial and business zone serving as the gateway to the new airport, will include the "Pacific City" development, designed to meet the needs of international firms.

Nara Prefecture, the 15,000-hectare (37,000-acre) Kansai Science City is bringing together state-of-the-art scientific research facilities affiliated with corporations, public institutions and universities. Researchers at the 3,300-hectare Culture and

Scientific Research Districts and its Advanced Telecommunications Research Institute are hard at work, and the Research Institute of Innovative Technology for the Earth will soon be in use.

encompasses the international trade fair site IN-TEX and will soon include business, housing and recreational facilities such as the Osaka Teleport communications center, the Asia and Pacific Trade Center for import and wholesale activities, the 252-meter World Trade Center Building (Osaka), and the Air Cargo City Terminal.

• Tempozan Harbor Village is a recreational area of Osaka Bay centered around the Osaka Aquarium and its unique exhibits of marine life in the Pacific Ocean. The central tank holds 1.4 million gallons of water, making it one of the world's largest. Tempozan Marketplace's 80 international shops and restaurants are right next door to the aquarium.

• The bustling central area of Osaka has just incorporated New Umeda City, consisting of the 40-story Sky Building (actually two towers joined at the top by the Sky Garden restaurant), two adjoining office centers and The Westin Osaka.

• Osaka Business Park, located near the city center and the landmark Osaka Castle, includes 11 major buildings such as the Twin 21 towers, the International Market Place Building, and Osaka-Jo (Castle) Hall.

• The waterfront areas of Kobe have recently been dramatically revamped. Port Island is the base of the Kobe Convention Center and Kobe Chamber of Commerce & Industry, while Rokko Island includes facilities for major international businesses and the Kobe Fashion Mart.



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KAIYUKAN OSAKA AQUARIUM / TEMPOZAN MARKETPLACE
Further information: Osaka Waterfront Development Co., Ltd. Telephone: 06(576)5500-5501 (In Japanese)

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This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. It was written by Janet Purdy Levanax, an American writer, editor and instructor based in Osaka.

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GEARING UP FOR THE 21ST CENTURY

A Spectacular Mix of Culture, Scenery

The majority of Japan's major cultural and scenic sites are centered in Kansai, although the region occupies less than 10 percent of the nation's total land area. Kansai is known as the cradle of the nation's civilization.

Kansai is home to the ancient capitals of Kyoto and Nara, as well as Himeji Castle, the holy mountains of Koya and Fiei, and Japan's largest lake, Biwa. According to Japan's Cultural Affairs

each year, including about 400,000 non-Japanese.

The region's history is rich. Japan's first permanent capital was established at Nara in 710, a century after the impressive Buddhist seminary of Horyu-ji had been founded nearby.

Throughout the pleasant, mountainous area of Nara, sites such as the Great Buddha, breathtaking pagodas and beautiful shrines can be visited.

Southwest of Nara is Mount Koya in Wakayama Prefecture, a holy area covered with giant cedars where Japan's great saint Kobo Daishi established a Buddhist monastery in 816. Millions of pilgrims

come to the area each year to worship in Mount Koya's sacred halls, visit its 200,000 tombs and stay in one of its 53 smaller temples.

From this part of Kansai, it is only a short trip north to Kyoto, where visitors can view the magnificent imperial living quarters and ceremonial halls of the Kyoto Imperial Palace, as well as Nijo Castle in the city center, just two examples of the city's historical attractions.

The natural beauty of areas in and around Kyoto reveals why changing seasons have traditionally been celebrated by Japanese poets and artists; there are the cherry blossoms

of Kiyomizu-dera Temple, the splendor of Lake Biwa and the Amanohashidate Peninsula in summer, the colorful leaves of the Arashiyama Mountain area in fall and the sparkle of ice and snow resting on the Golden and Silver Pavilions in winter.

Visitors looking to relax in a Zen garden or explore a secret hideaway in a ninja house will enjoy Shiga Prefecture.

The architectural features and elegance of Himeji Castle in Hyogo Prefecture, nicknamed "White Egret" because of its resemblance to the exquisite bird, delight travelers the world over.



Extensive development of Kobe's waterfront is in progress (above); the pagoda of Horyu-ji Temple outside Nara is one of the world's oldest wooden buildings (right).



Kobe: Port City With Global Aims

Kobe, founded in 1889, rapidly developed into a base for foreign trade and heavy industry, and retains an international outlook.

Located between the Rokko Mountains and the western shores of Osaka Bay, Kobe has attracted about 43,000 foreigners — from the Korea, China, the United States, India, Vietnam, Britain, the Philippines, Germany, Thailand and 70 other nations — bringing the city's total population to 1.5 million.

Although about 40 percent of the city's economy is linked to the port and port-related industries, Kobe's other industries, including shoes, apparel, furniture and pearls, are

also very important to the city's growing economy.

The Kobe harbor area is now being radically reconstructed to accommodate

Kobe's perspective is international

the needs of the port and the community.

Three major projects — Rokko Island, Port Island and Harborland — were designed to provide the city with cargo space as well as a host of urban facilities including new

shopping areas. These developments are meant to function as major centers for international commerce, education, housing, tourism and conventions.

On Rokko Island, the world's largest man-made island, Procter & Gamble's new headquarters and technical center have been built in close proximity to the Kobe Fashion Mart.

This futuristic part of Kobe is complemented by the historic sections of the city and Rokko Mountain, Chinatown, the Ijinkan

district with its Western-style homes and nearby gourmet restaurants, and the Arima Spa are colorful spots enjoyed by visitors and residents alike.

The dynamism and global outlook of the city is as impressive as its natural surroundings. With the new Akashi Kyokai Bridge linking Kobe and Awaji Island, and marine transportation to take passengers to and from the Kansai International Airport, Kobe will be even more accessible to other parts of Japan and the world.

Osaka: A Long History of Doing Business

Osaka has thrived for over 1,000 years as an active center of commerce, reflected today in the buoyancy of its 42,000 small and medium-sized businesses. The 9 million people living in the greater Osaka area contribute to the city's growing national and global role.

Full of modern skyscrapers, the area near Osaka Castle has come to symbolize the city's mix of rich history and prosperous modernity. The downtown Umeda district — an even larger center of retail stores, office space, hotels and train stations used by some 1.5 million people a day — is now dominated by the twin towers of New Umeda City and the donut-shaped Sky Garden that unites them.

"The innovative northern part of downtown Osaka will be the site of future development as it takes shape as the business hub of the city," says Charles Besford, The Westin Osaka's general manager.

South of Umeda are the thriving commercial areas of Namba and Nipponbashi, where vendors sell

electronic goods from locally based global giants Matsushita, Mita, Minolta, Sanyo, Sharp and others. The talented puppeteers of the National Bunraku Theater perform regularly in neighboring Dotonbori district.

Many districts of greater Osaka developed as purely commercial ar-

City's industries focus on value-added goods

reas for the production of textiles and distribution of goods. As the city's industries become more knowledgeable and higher-value-added in content, inactive areas are being converted into recreational zones.

Tempozan Harbor Village, inaugurated in July 1990, has already

drawn more than 12 million visitors to what was formerly a warehouse district. Future crowds of tourists, particularly from Hong Kong, South Korea and Taiwan, are anticipated, says Tatsuo Funakoshi, director of publicity for the Osaka Waterfront Development Co., Ltd., which is responsible for the project.

To accommodate the flow of people in and around the city, Osaka Prefecture is extending 11 major expressways. These transportation networks and new railway lines will allow easy travel to and from the Kansai International Airport.

In addition, city air terminals are planned in Osaka (as well as in Kyoto and Kobe) to smooth check-in procedures for passengers at the new airport.

Kyoto: Creative Traditions Still Thriving

Kyoto's history as Japan's ancient capital (794-1868) is evident everywhere in and around this modern city of about 1.5 million residents.

Since the city escaped the fire bombs of World War II, it is the only major city in Japan that retains its prewar urban structure, fashioned after the Tang-era Chinese capital.

The Kamo river still runs through town, separating the charming restaurants and teahouses with their distinctive *yuzka* (wooden verandas) on the western side from the enchanting *geisha* quarters and shops of the Gion district on the eastern side.

Greater Kyoto boasts

numerous universities, Buddhist temples, Shinto shrines, gardens, imperial villas and traditional industries dedicated to the making of textiles, ceramics and paper fans.

Kyoto remains the national and global headquarters of schools for the traditional arts of Japanese flower arrangement and the tea ceremony. In addition, the past is kept alive in the city's daily life through Kyoto's many festivals, such as Gion Matsuri, held every July, which

culminates in a procession of elaborate ancient floats.

Kyoto's cultural and commercial heritage is expressed today in a variety of nontraditional industries as well, which tend to be concentrated south and north of the city. High-tech corporations like Nintendo, Kyocera and Omron produce a long list of high-value-added items. Other important manufacturing activities in the Kyoto area are concentrated in the textile and food industries.

In the coming year, the city will celebrate the 1,200th anniversary of its founding as Heian-kyo, the Capital of Peace.

Appropriately, the Kyoto International Conference Hall will be the venue for the fourth World Conference of Historical Cities less than three months before the main celebrations get started in July 1994, giving the city a chance to show in the world its success in delicately balancing modernization and preservation.

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NASDAQ

Wednesday's Prices
NASDAQ prices as of 4 p.m. New York time. This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

12 Month	High	Low	Open	Close	Div	Yld	PE	RS	High	Low	Open	Close
12 Month	High	Low	Open	Close	Div	Yld	PE	RS	High	Low	Open	Close
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12 Month	High	Low	Open	Close	Div	Yld	PE	RS	High	Low	Open	Close
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12 Month	High	Low	Open	Close	Div	Yld	PE	RS	High	Low	Open	Close



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Handwritten Arabic text in a box at the top right corner.

AMEX

Wednesday's Closing
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

12 Month High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
2.24	2.24	AMEX							
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							

12 Month High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							

12 Month High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							

TRADE: Policy Shift May Aid Foreign Companies Operating in the U.S.

Continued from Page 1

owned companies would have a lower priority. The consensus represented an accommodation between Labor Secretary Robert B. Reich and Laura D'Andrea Tyson, the head of the Council of Economic Advisers, who took opposite positions during their academic careers on whether the nationality of a company's owners mattered.

In addition to Professor Tyson and Mr. Reich, the meeting also included the U.S. trade representative, Mickey Kantor; Robert E. Rubin, the coordinator of the National Economic Council; and Commerce Secretary Ronald H. Brown.

The compromise will be used to draft a road map for trade and commerce officials in deciding which battles to fight and where to apply scarce resources for aid to exporters. More broadly, it represents a reordering of priorities that will affect a range of issues in American trade policy and export promotion for the rest of the Clinton administration.

The compromise also reflects disenchantment in Democratic circles with the Bush administration's long and successful effort to persuade Japan to open Toys 'R' Us and other companies to allow large retail stores there. The

first Toys 'R' Us store opened on Dec. 20, 1991, but less than a fifth of the toys sold there are being made in the United States, according to company figures.

Bush administration officials have defended the arrangement by asserting that it has also opened the way for Japanese corporations to open large stores in Japan. These corporations are generally more willing than small store owners to stock American-made goods.

In addition, some small American toy makers that supply Toys 'R' Us in the United States are now seeing their goods sold in Japan for the first time because they supply Toys 'R' Us there.

A Clinton administration official who insisted on anonymity said that the meeting also included a discussion of the difficulties of putting the philosophical compromise into policy terms.

Participants at the meeting pointed out that it was difficult to determine what is an American company now when joint ventures and international stock investors mean that a company may have many owners in many countries, the official said.

The participants also discussed the difficulty of deciding how to regard an American-owned

company with factories both in the United States and overseas.

As a result of the meeting, an administration policy paper is being rapidly drafted by officials from several agencies, another administration official said. The paper will set guidelines for choosing the foreign markets the United States will try to open, the official said.

The Commerce Department and other federal agencies will use the same guidelines in determining which companies to help with information and financing for exports.

The debate over which companies to help will become even more significant if the Clinton administration pursues an industrial policy of providing government subsidies to businesses in certain industries, said Julius L. Katz, who was the senior deputy U.S. trade representative in the Bush administration. Identifying the nationality of a company's owners is administratively difficult, he said.

The consensus was reached at an informal meeting at Mr. Kantor's office. Because a few agencies, notably the Treasury Department, were not represented at the meeting, the understanding reached by the five administration officials is still subject to a formal interagency review.

12 Month High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							
1.00	1.00	Alcoa							

12 Month High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
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NYSE

Wednesday's Closing
Tables include the following prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.75	+0.25
ORCL	38.50	+0.25
INTL	25.00	+0.25
DISC	22.50	+0.25
WALD	20.00	+0.25
AMZN	18.00	+0.25
GOOG	15.00	+0.25
YHOO	12.00	+0.25
EBAY	10.00	+0.25
ETSY	8.00	+0.25
SHOP	7.00	+0.25
WYNN	6.00	+0.25
PLTR	5.00	+0.25
SPAC	4.00	+0.25
CHUR	3.00	+0.25
WYNN	2.00	+0.25
PLTR	1.00	+0.25
SPAC	0.50	+0.25
CHUR	0.25	+0.25

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CHUR	0.25	+0.25

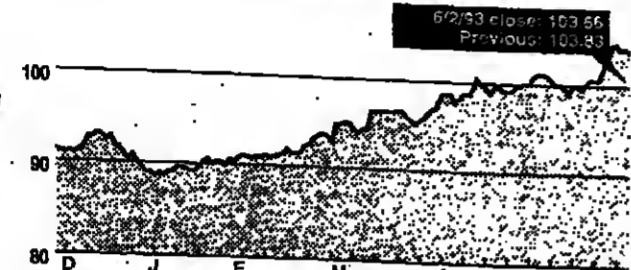
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THE TRIB INDEX 103.66

International Herald Tribune World Stock Index of 230 internationally investable stocks from 20 countries, compiled by Bloomberg Business News, Jan. 1, 1992 = 100.



The index tracks U.S. dollar values of stocks in: Tokyo, New York, London, and Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Italy, Netherlands, New Zealand, Norway, Singapore, Spain, Sweden, and Switzerland.

Table with columns for Asia/Pacific, Europe, and N. America, showing index values and percentage changes.

Table with columns for Industrial Sectors (Energy, Utilities, Finance, Capital Goods, Raw Materials, Consumer Goods, Miscellaneous) showing values and changes.

For readers desiring more information about the International Herald Tribune World Stock Index, a booklet is available...

INTERNATIONAL MANAGER

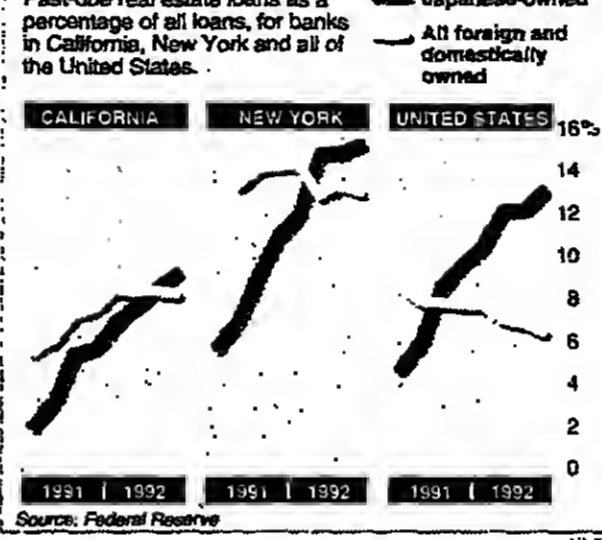
Is an MBA Indispensable? These Days, It Depends.

By Jay Mathews. NEW YORK — John F. Kennedy shunned hats and nearly ruined the felt industry. Bertie Davis proved that movie stars need not be beautiful. Now, the billionaire Microsoft chairman without a university degree, Bill Gates, is by his success raising new doubt about the business world's favorite academic title: the MBA.

Tokyo Imports a Property Slump Japan's Banks Wrestle With U.S. Real-Estate Losses

By Jeanne B. Pinder. NEW YORK — They came, they saw, they bought — and now they're stuck. During the real estate boom of the 1980s, Japanese investors purchased or financed tens of billions of dollars of American property, including prestigious sites such as Rockefeller Center, the Tiffany building and the Exxon building in Manhattan.

Property Problems



California, filed for bankruptcy-law protection last month after defaulting on its \$57.7 million construction loan when the Los Angeles branch of Dai-ichi Kangyo Bank moved to foreclosure.

Bundesbank Wary of Rapid Rate Cuts

By Brandon Mitchener. FRANKFURT — After a series of cuts this spring raised hopes of a fast relaxation in German interest rates, more recent moves suggest the Bundesbank is holding tight for awhile.

Bentsen Signals Truce in Battle Over the Yen

PARIS — The U.S. Treasury secretary, Lloyd Bentsen, using the annual ministerial meeting here of the Organization for Economic Co-operation and Development as his podium, declared a truce Wednesday in the battle with Japan over the high-flying yen.

Soros Turns Sights On U.K. Property

Reverses. LONDON — George Soros, the Hungarian-born billionaire, turned his attention to British property on Wednesday to form a new partnership with British Land Co.

Advertisement for Cross Towns Ltd. featuring a black and white photograph of a group of people in a social setting. Text includes 'Introducing Cross Towns Ltd. Inspired by an Era of Legendary Style' and 'A collection of fine writing instruments that embody the intriguing design of the Art Deco Age.'

CURRENCY & INTEREST RATES

Large table containing various financial data including Cross Rates, Eurocurrency Deposits, Key Money Rates, and Forward Rates for various currencies and instruments.

Advertisement for Cross Towns Ltd. featuring the 'CROSS' logo and the slogan 'A Style For Leadership'.

MARKET DIARY

Shares Edge Higher As Rates Stay Low

Bloomberg Business News NEW YORK — U.S. stocks edged higher Wednesday as low long-term interest rates continued to support the market.

N.Y. Stocks

minutes of trading. The Dow industrials closed 1.11 points higher at 3,553.45, just below the record closing high of 3,554.83.

The stock market keeps climbing and it shows no signs of letting up as long as interest rates stay low, said Kenneth Lieber, president of Liberty Financial Services Inc.

"That's the main reason why stocks are as high as they are," said Richard Meyer, head of institutional trading at Ladenburg, Thalmann & Co.

Brighter U.S. Outlook Underpins the Dollar

NEW YORK — The dollar gained against major currencies here Wednesday, buoyed by a surge in new home sales in April and a pause in the rise of the yen.

The dollar jumped 1.5 pfennig to finish at 1.598 Deutsche marks, up from 1.583 DM on Tuesday.

The U.S. currency finished a fraction higher at 107.20 yen, holding onto gains made Tuesday when talk of central bank purchases helped push the dollar from a post-World War II low of 106.55 yen.

Strong housing sales alone will not change the skeptical outlook on the dollar because other economic statistics have been weak, said James McGroarty, senior vice president at Greenwich Capital Markets.

World Stock Markets

Table of World Stock Markets with columns for Market, Close, Prev., and Change. Includes sections for Amsterdam, Helsinki, Hong Kong, Brussels, Frankfurt, Johannesburg, Madrid, Milan, London, Zurich, Stockholm, and Toronto.

The Dow



NYSE Most Active

Table of NYSE Most Active stocks with columns for Volume, High, Low, Last, and Change.

AMEX Most Active

Table of AMEX Most Active stocks with columns for Volume, High, Low, Last, and Change.

NYSE Diary

Table of NYSE Diary with columns for Advancing, Declining, Total Issues, and New Issues.

Amex Diary

Table of Amex Diary with columns for Advancing, Declining, Total Issues, and New Issues.

NASDAQ Diary

Table of NASDAQ Diary with columns for Advancing, Declining, Total Issues, and New Issues.

Dow Jones Averages

Table of Dow Jones Averages with columns for Index, High, Low, Last, and Change.

Standard & Poor's Indexes

Table of Standard & Poor's Indexes with columns for Index, High, Low, Last, and Change.

NYSE Indexes

Table of NYSE Indexes with columns for Index, High, Low, Last, and Change.

NASDAQ Indexes

Table of NASDAQ Indexes with columns for Index, High, Low, Last, and Change.

AMEX Stock Index

Table of AMEX Stock Index with columns for Index, High, Low, Last, and Change.

Dow Jones Bond Averages

Table of Dow Jones Bond Averages with columns for Index, High, Low, Last, and Change.

Market Sales

Table of Market Sales with columns for NYSE, AMEX, and NASDAQ.

N.Y.S.E. Odd-Lot Trading

Table of N.Y.S.E. Odd-Lot Trading with columns for Buy, Sell, and Short.

S&P 100 Index Options

Table of S&P 100 Index Options with columns for Call, Put, and Open Interest.

EUROPEAN FUTURES

Table of European Futures with columns for Contract, High, Low, Last, and Change.

Food

Table of Food Futures with columns for Contract, High, Low, Last, and Change.

Metals

Table of Metals Futures with columns for Contract, High, Low, Last, and Change.

Stock Indexes

Table of Stock Indexes with columns for Index, High, Low, Last, and Change.

Spot Commodities

Table of Spot Commodities with columns for Commodity, High, Low, Last, and Change.

Dividends

Table of Dividends with columns for Dividend, High, Low, Last, and Change.

REVERSE STOCK SPLIT

Table of Reverse Stock Splits with columns for Company, Split, and Date.

STOCK SPLIT

Table of Stock Splits with columns for Company, Split, and Date.

USUAL

Table of Usual with columns for Company, Price, and Date.

U.S. FUTURES

Table of U.S. Futures with columns for Contract, High, Low, Last, and Change.

Grains

Table of Grains Futures with columns for Contract, High, Low, Last, and Change.

Metals

Table of Metals Futures with columns for Contract, High, Low, Last, and Change.

Livestock

Table of Livestock Futures with columns for Contract, High, Low, Last, and Change.

Financial

Table of Financial Futures with columns for Contract, High, Low, Last, and Change.

Food

Table of Food Futures with columns for Contract, High, Low, Last, and Change.

Stock Indexes

Table of Stock Indexes with columns for Index, High, Low, Last, and Change.

Commodity Indexes

Table of Commodity Indexes with columns for Index, High, Low, Last, and Change.

Market Guide

Table of Market Guide with columns for Market, High, Low, Last, and Change.

Leading Index Edges Up

WASHINGTON (AP) — The government's chief economic forecast-gauge rebounded only 0.1 percent in April after its worst plunge in two years in March.

But, in a hopeful sign, sales rose for the third straight gain, their highest level in more than six years.

The small rise in the index, which is a leading indicator of economic activity, followed a 1 percent plummet in March.

This year, the index has fallen in January and March and risen in February and April. The March decline was the worst since November 1990, signaling a continuation of the sharp slowdown from the economy's end-of-the-year growth rate.

Allstate's Public Offering Priced

NEW YORK (Bloomberg) — Allstate Corp. raised \$2.12 billion on Wednesday with the sale of 78.5 million shares priced at \$27 each, the biggest initial public offering in U.S. history.

The offering of a 20 percent stake in the insurer by its parent company, Sears, Roebuck & Co., was priced by an underwriting group led by Goldman Sachs & Co.

Viacom and AT&T Plan Video Test

NEW YORK (Reuters) — Viacom International Inc. and American Telephone & Telegraph Co. said Wednesday that they would provide advanced interactive consumer video services in a Viacom system in Castro Valley, California.

The venture is aimed at testing consumer interest in such services as movies-on-demand, games and home shopping. Testing will begin by the end of the year, with the first services available by mid-1994.

Gray Announces Private Stock Sale

NEW YORK (NYT) — Cray Computer Corp. has announced plans to raise between \$23 million and \$29 million from a private stock sale to institutional and private investors.

Funds from the sale will be used to manufacture and market the company's Cray-3 supercomputer, which Seymour Cray, the company's founder, has been working on since 1985 and which he announced developing after leaving Cray Research to found Cray Computer in 1989.

Cray Computer said it planned to sell between 9.8 million and 12.4 million unregistered shares of its common stock to institutional investors at \$2.25 a share. Cray will buy 1.8 million shares at \$2.75 each. Cray shares were trading slightly higher late Wednesday, at \$3.56.

Large table of market data including U.S. Futures, Grains, Metals, Livestock, Financial, Food, Stock Indexes, Commodity Indexes, and Market Guide. Contains various market indicators and prices.

Mercedes-Benz advertisement with text 'Mercedes-Benz' and 'Only a Fire'.

Mercedes Looks Down-Market Taking on Japanese Rivals, Firm to Make Mid-Priced Cars

STUTT GART — Mercedes-Benz AG's new chief executive, faced with a recession in Europe and tough competition abroad, is giving notice that he will take the battle against Japanese rivals to their home ground.

The company said the model, which was developed under the previous chief executive, Werner Niefer, and costs about 45,000 DM, had been an overwhelming success.

Mercedes-Benz sales have plunged as sales of Japanese luxury cars, such as the Toyota Lexus and Nissan Infiniti, surge.

Indicators Underline Sluggishness of France's Economy

PARIS — French industrial activity declined further in May and trade was sluggish, official figures indicated on Wednesday.

The monthly poll of 3,000 business leaders by the national statistics institute, INSEE, showed a slight fall in activity in all sectors except professional equipment.

Investor's Europe

Table with columns for Exchange, Index, Wednesday Close, Previous Close, and % Change. Includes data for Frankfurt DAX, London FTSE 100 Index, Paris CAC 40, Amsterdam CBS Trend, Brussels Stock Index, Frankfurt DAX, Frankfurt FAZ, Helsinki HEX, London Financial Times 30, London FTSE 100, Madrid General Index, Milan MIB, Paris CAC 40, Stockholm Aftersparanden, Vienna Stock Index, and Zurich SBS.

Insider Case Shakes French Socialists

PARIS — A long-time associate of Pierre Bérégovoy, the former French prime minister who committed suicide last month, went on trial along with eight others on Wednesday in an insider-trading case linking high finance and politics.

One of them was Roger-Patrice Pelat, a close friend of President François Mitterand since their internment together in a German prisoner-of-war camp in 1940.

Far from regarding the restructuring of the company as complete and the game as won, the company's leaders constantly cite a slow shippage in its share of the domestic market and exhort employees to achieve ever greater levels of productivity.

Phone Firms' Link Is Only a First Move

By Lawrence Malkin International Herald Tribune NEW YORK — The alliance of MCI Communications and British Telecom is a good strategic fit, matching MCI's technical and marketing skills with BT's huge capital resources and possibilities for access to the European market.

lecom, by contrast, has long been shopping for a U.S. partner and already has a link in Mexico with Southwestern Bell of the United States and the company controlling Telefonos de Mexico.

BT: At British Telecom, Success Exacts Its Price: Thousands of Lost Jobs

Continued from Page 1 thing from uniforms to fiber-optic cable. Insulated from the rigors of competition, those suppliers were, in Mr. Rigby's words, "late, slow and expensive."

King of Bics Passes Baton

PARIS — Baron Marcel Bich, the king of throw-away products from ballpoint pens to razors, said Wednesday he had signed over his company to his son Bruno.

France's trade surplus was aided by Airbus jetliner sales and a lower energy deficit, to 8.09 billion francs, from 3.63 billion a year earlier.

EC Plans Postal Competition

The Associated Press BRUSSELS — The EC Commission proposed Wednesday a cautious blueprint for breaking up Europe's national postal monopolies and opening them to competition in key sectors.

PHONES: BT Takes Stake in MCI

Continued from Page 1 the current scramble to piece together globe-spanning networks.

Republic of Lebanon Ministry of Transport Council for Development and Reconstruction

BEIRUT INTERNATIONAL AIRPORT PRE-QUALIFICATION OF CONTRACTORS

The Government of Lebanon, represented by the Ministry of Transport and the Council for Development and Reconstruction (CDR), invites applications from suitably qualified building and civil engineering contractors to pre-qualify to tender for the Rehabilitation and Extension of Beirut International Airport.

For Investment Information

read THE MONEY REPORT every Saturday in the IHT

A substantial book on how Liechtenstein's trusts and foundations work... The title betrays its emphasis on some of the potential dangers for users of the principalty. (The Financial Times) Distributors to the book trade: ref: ISBN 3-909158-91-9

SPORTS

FRENCH OPEN

More Patient Bruguera Sickens No. 1 Sampras

Edberg, Too, Faces Defeat

By Ian Thomsen

International Herald Tribune

PARIS — Jim Courier, in the midst of an oddly placed midweek holiday, was no doubt satisfied to bear that his No. 1 nemesis, Pete Sampras, had been ousted Wednesday by a heretofore Grand Slam nobody, Sergi Bruguera, the 6-3, 4-6, 6-1, 6-4 winner, became the first Spaniard to make the semifinals of the French Open since 1983, when it was José Higueras, one of Courier's two coaches.



As Sergi Bruguera strolled toward the semifinals with a 6-3, 4-6, 6-1, 6-4 victory, Pete Sampras contemplated the error of his ways.

"I think I can do it," Bruguera said. "Of course, clay is my best surface, and I always know that I can win on that surface."

From a rival came this echo: "I always had the feeling I could play on clay."

With Wimbledon only 18 days away, Sampras seemed to be taking himself into a positive outlook despite falling once more to redemptive claims to the No. 1 ranking. He has not won a Grand Slam since his 1990 breakthrough at the U.S. Open, and he failed to improve last year's quarterfinal showing here. Courier, no doubt, regards Sampras much as Mike Tyson does Riddick Bowe — and Courier isn't in jail.

"So it probably works," Novacek said of Krjic's perverse approach. "It is going to be a very interesting match, but once Courier will find a rhythm to return his serve, I think it is going to be to his favor. But he is going to struggle with the return. It is going to be very open."

Norway Stuns England With a 2-0 Victory in World Cup Qualifying

Compiled by Our Staff From Dispatches
Norway shocked England with a 2-0 win in World Cup soccer qualifying Wednesday and drove the home fans into a frenzy by beating the Britons for the first time in 12 years.

England is regarded with awe in Norway as a soccer nation. The last time Norway beat them was also at Ullevaal, with a 2-1 victory in 1981 that had become a favorite and often retold part of Norwegian soccer lore.

Then, with three minutes left of the half, Oyvind Loehardson of the Norwegian domestic team Rosenborg made good on a pass by Rapid Wien pro Jan Age Fjortoft to give Norway a 1-0 lead.

Russia 1, Iceland 1: Russia secured a place in the World Cup finals after a draw against Iceland in a tough European Group 5 qualifier in Reykjavik.

Lars Bohinen — unexpectedly brought up from the second-string to start — opened the second half for Norway by driving in on his own and firing a shot over the head of England's goalkeeper, Chris Woods, to make it 2-0.

Sweden 5, Israel 0: Tomas Brodin, who had played well for his Italian club but then struggled as a



David Platt of England, center, a teammate and Jostein Flo of Norway went airborne for the ball.

the Icelandic, and a minute later Karlsson's Sergej Kijakov sprinted into space on the right, rounded two defenders and blasted the ball past a despairing Birgir Kristinnsson.

Scotland 3, Estonia 1: Substitute Sergei Bragin scored Estonia's first World Cup goal since 1938, but a reshaped Scotland posted a comfortable triumph at home.

qualifying tournament, when it lost 7-2 to Sweden, beat Finland 1-0 and tumbled 4-1 to Germany.

Police in Oslo Jail 73 After English Fans Riot

OSLO — The police said Wednesday they had arrested 73 people, mostly English soccer fans, who had taken part in an early morning rampage in a bar prior to a World Cup qualifying game.

FIFA Retreats on 3-Point Move

ZURICH — FIFA said Wednesday that its World Cup committee had postponed a decision on awarding three points for a victory in a 1994 tournament until it consults with the 24 national teams involved, and now is expected to decide at the Dec. 16 draw.

its selection of referees and linesmen next year, and thus moving away from a policy of spreading the assignments relatively evenly among different parts of the world.

SCOREBOARD

BASEBALL
Major League Standings
AMERICAN LEAGUE
East Division: Detroit, Toronto, New York, Boston, Milwaukee, St. Louis, Cleveland

BASEBALL

Major League Standings
NATIONAL LEAGUE
East Division: Philadelphia, Montreal, Chicago, St. Louis, Pittsburgh, Cincinnati

HOCKEY

Stanley Cup Playoffs
CUP FINALS
Los Angeles, New York

BASKETBALL

NBA Playoffs
CONFERENCE FINALS
Seattle, Phoenix

SIDELINES

Commander In Chief Wins Derby
EPSON, England (AP) — Commander In Chief, a 15-to-2 shot under Irish jockey Michael Kinane, pulled away from the field 400 meters from the finish Wednesday to win the English Derby by 3 1/2 lengths.

Open Results

WOMEN'S DOUBLES
QUARTERFINALS
Sergi Bruguera (1), Boris Becker (1)

FOR THE RECORD

Emerson Fitzpatrick, while picking up his check for winning the Indy 500, had a custom-made steering wheel stolen from his race car, apparently while it was on display at the victory dinner in the Indiana Convention Center.

Japanese League
Central League: Yokohama, Tohoku, Hanshin, Chubu, Pacific League: Saitama, Hiroshima, Fukuoka

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TRANSPAC
BASEBALL
DETROIT — Activated Don Gladden, outfielder, from injury due to ill. Pul Dove Johnson, pitcher, on 15-day disabled list, retroactive to May 29.

ESCORTS & GUIDES
INTERNATIONAL CLASSIFIED
(Continued From Page 17)
BELGRAVIA
ORCHIDS
LONDON ESCORT SERVICE

ART BUCHWALD

The Art of Being Beastly

WASHINGTON—I think by now that the whole world knows about the "water buffalo" controversy at the University of Pennsylvania...



Buchwald

"I was mad at a computer salesman the other day and I telephoned Rick's hot line. 'Is it O.K. to say that a person is a giant panda?'"

U.S. Library Gets

Mingus's Works

WASHINGTON—The Library of Congress has received Charles Mingus's complete collection of personal documents and musical works...

Ravi Coltrane, in His Father's Footsteps

By Mike Zwerin

PARIS—A famous family name opens doors, squeezes front money from investors, attracts the public and publicity. O.K., use what you got. But once you attract their attention the playing field is level; you must produce.



Have sax, will travel: When Ervin Jones offers Ravi a gig, saying no just doesn't make any sense.

His father died when he was 2. He grew up with two brothers and a sister in Woodland Hills, a middle-class community in the San Fernando Valley near Los Angeles.

With his surging, dramatic, loose timekeeping Elvin had changed jazz drumming while playing with Ravi's father, and successors like Bruce Cox are still redefining his style...

John's son, "Man, it got deep." He had still not decided to be a musician, just to give it a shot for a year. Then he thought he'd try another year.

PEOPLE

40 Years Later, a Kiss Is Not Worth a Franc

A legal wrangle over France's most famous photographic emulsion, Robert Doisneau's 1950 picture "Le Baiser de l'Hotel de Ville" ended Wednesday with a court ruling...

"I'm not like the ordinary writer," the newly minted memoirist Margaret Thatcher confessed during a speech at the bookellers' convention in Miami.

Queen Elizabeth II marked the 40th anniversary of her coronation on Wednesday in the way she has for years, with a day at the races, at Epsom.

A smiling Duchess of York arrived at the royal family's residence, Balham, in Scotland, with her daughters, raising hopes of at least one royal reconciliation.

INTERNATIONAL CLASSIFIED

WEATHER

Forecast for Friday through Sunday, as provided by Accu-Weather.



Table with weather forecasts for various regions: Europe, North America, Asia, Africa, Middle East, Latin America, Oceania.

CROSSWORD

Crossword puzzle grid with clues for Across and Down. Includes a solution to the puzzle of June 2.

BOOKS

GAI-JIN By James Clavell, 1,038 pages. \$27.50. Delacorte Press. Reviewed by Christopher Lehmann-Haupt.

by horseback not far from Yokohama on the Tokaido, the coastal toll road that joins the Shogun's forbidden capital, Yedo (today's Tokyo), to the rest of Japan.

principal characters at the back of the book as "Angélique Richard, 18, beloved of Malcolm, daughter of Guy Richard, French China trader, ward of the French minister."

gai-jin." They were enraged by the lack of complete respect the foreigners showed their cortege, but more calculatingly they hoped to provoke a counterattack by the foreigners that would lead to a civil war among the country's feudal lords.

while, seething in Hong Kong and delivering irate letters by clipper ship, Malcolm's mother, Tess, grows increasingly convinced that Angélique is a fortune-seeking harlot.

romantic, keeps promising to burst into flame but somehow never does much more than sizzle. But then perhaps I am being impatient.

grand historical perspective that makes us feel we're understanding how today's Japan came into being with its ambivalence toward outsiders.

ens in "Gai-jin," in which he dramatizes how excited people got when another installment of "Great Expectations" appeared in a magazine and the extremes to which they would go to read it.



Get your point across in no time.

Table listing international access numbers for various countries: Austria, Belgium, Czech Rep, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Israel, Italy, Japan, Luxembourg, Netherlands, New Zealand, Norway, Portugal, Saudi Arabia, Spain, Sweden, Switzerland, Turkey, United Kingdom, USA.

AT&T USADirect Service. Your Express Connection to AT&T Service. Just dial the access number of the country you're in. For additional access numbers, call collect: 412 553-7458, Ext. 606.

